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Message Text

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ACTION EB-11

INFO OCT-01 NEA-10 ADP-00 COME-00 CIAE-00 DODE-00 INR-10

NSAE-00 PA-03 RSC-01 USIA-12 PRS-01 IGA-02 MC-02

ACDA-19 AID-20 OMB-01 RSR-01 SS-15 NSC-10 L-03 H-02

/124 W

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R 111405 Z MAY 73
FM AMEMBASSY BEIRUT
TO SECSTATE WASHDC 2073

C O N F I D E N T I A L BEIRUT 5337

FOLLOWING TEL SENT MAY 11 ACTION NEW DELHI INFO BOMBAY MOSCOW PARIS FAA BRUSSELS REPEATED FOR YOUR INFO

QUOTE
C O N F I D E N T I A L BEIRUT 5337

PARIS FOR COHEN - PARIS AIR SHOW

E. O. 11652: GDS
TAGS: BEXP, ETRN, IN, UR
SUBJECT: SOVIET PUSH FOR AIRCRAFT SALES IN INDIA

REF: STATE 085272

1. FOR FURTHER BACKGROUND ON INDIAN AIRLINES REEQUIPMENT TO EMBASSY NEW DELHI, RCAA SUBMITS THE FOLLOWING;

2. BEIRUT OFFICE OF THE BOEING COMPANY INDICATES THAT BOEING HAS SUBMITTED PROPOSAL TO INDIAN AIRLINES MANAGEMENT COVERING FOUR BOEING ADVANCED 737-200' S, FOR DELIVERY SEPTEMBER, OCTOBER, NOVEMBER, AND DECEMBER, 1974.

3. BEIRUT OFFICE OF LOCKHEED AIRCRAFT CORPORATION INDICATES THAT N. P. SEN, CHAIRMAN, INDIAN AIRLINES, MEETING
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WITH LOCKHEED AREA SALES DIRECTOR, PETER MINGRONE, IN LONDON ON MAY 11 FOR DISCUSSIONS REGARDING POSSIBLE INDIAN AIRLINES CONSIDERATION OF LOCKHEED' S L- 1011-1 TRISTARS IN MEETING THE INDIAN CARRIER' S FORTHCOMING WIDEBODIED REQUIREMENT.

4. RCAA NOTES THAT YAK-40 SEATS ONLY 30 PASSENGERS (AT NORMAL SEAT- PITCH), WITH RANGE ONLY 33 PERCENT OF THE ADVANCED 737-200, AND CRUISING SPEED 40 PERCENT SLOWER, AND AS SUCH, CAN-NOT EVEN REMOTELY BE CONSIDERED AS VIABLE ALTERNATIVE TO 119- SEAT BOEING 737-200 TO COVER SECONDARY INDIAN AIRPORTS. RCAA ALSO CONCURS THAT TU-154, ALTHOUGH MORE ATTRACTIVE THAN OTHER USSR AIRCRAFT, CANNOT IN ANY WAY BE CONSIDERED EQUIV-ALENT TO BOEING ADVANCED 737-200 OR ADVANCED 727-200 IN ECONOMICS, RELIABILITY, MAINTAINABILITY, OR PASSENGER-APPEAL; AND FURTHER LACKS THE VERSATILITY AND SHORT- UNIM-PROVED RUNWAY CAPABILITY OF ADVANCED 737-200, SO CRITICAL TO INDIAN AIRLINES 60- AIRPORT REQUIREMENTS. FURTHERMORE, FORTHCOMING RUSSIAN WIDEBODIED AIRBUS IS ILYUSHIN IL-86, WHICH APPEARS TO BE REDESIGNED WIDEBODIED- VERSION OF MAR-GINALLY- EFFECTIVE IL-62. IL-86 WILL ALMOST CERTAINLY NOT BE IN SAME CLASS ECONOMICALLY WITH EITHER LOCKHEED L-1011-1 TRISTAR, MCDONNELL DOUGLAS DC-10 SERIES 10, OR BOEING 747 SR, DUE TO LACK OF ADVANCED- TECHNOLOGY (HIGH- BYPASS- RATIO, LOW-SPECIFIC- FUEL- CONSUMPTION) ENGINES AND REAR- MOUNTING OF ALL FOUR SOLOVIEV ENGINES WITH CONCURRENT HEAVY STRUCTURAL- WEIGHT PENALTIES. UNQUOTE
HOUGHTON

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NMAFVVZCZ

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